

<p style="text-align: right;">Page 1</p> <p>1 THE UNITED STATES SECURITIES AND EXCHANGE COMMISSION</p> <p>2</p> <p>3 In the Matter of:                    )</p> <p>4    )</p> <p>5 CATALYST HEDGED FUTURES STRATEGY ) File No. C-08400-A</p> <p>6 FUND                                    )</p> <p>7</p> <p>8 SUBJECT: 2014-11-04 Ed Walczak - HFXAX Call</p> <p>9 PAGES: 1 through 57</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15 AUDIO TRANSCRIPTION</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24 Diversified Reporting Services, Inc.</p> <p>25 (202) 467-9200</p>	<p style="text-align: right;">Page 3</p> <p>1 I use an options contract which basically has no downside</p> <p>2 risk to it, other than the premium you pay. So I use</p> <p>3 combinations of options, buying some, selling others.</p> <p>4 The sale of the options removes the time decay from an</p> <p>5 options contract but preserves some of the upside</p> <p>6 exposure.</p> <p>7 And what I mean by that is when the fund takes</p> <p>8 upside exposure, I do that within a profit range. For</p> <p>9 those who are not options experts, but may have a little</p> <p>10 bit of experience in selling covered calls, it's a</p> <p>11 similar type of scenario. When you have a security or a</p> <p>12 portfolio and you sell calls against that portfolio, you</p> <p>13 are capping your upside. You still have upside but you</p> <p>14 are capping it at a certain point. In exchange for that</p> <p>15 you collect the call premium. And that gives you a</p> <p>16 little bit of downside protection.</p> <p>17 In my case, I'm buying options for the</p> <p>18 underlying security. I'm selling other options. This</p> <p>19 leaves me with actually no downside risk in a falling</p> <p>20 market from this position. But because I'm selling</p> <p>21 multiple options above the position, it gives me a profit</p> <p>22 range, not on limited upside. And more importantly, the</p> <p>23 risk of this position is to the upside, not to the</p> <p>24 downside. And I think that's an important distinction.</p> <p>25 So what I've done, when I take upside exposure</p>
<p style="text-align: right;">Page 2</p> <p>1 PROCEEDINGS</p> <p>2 MR. WALCZAK: Great. Good afternoon, everyone.</p> <p>3 I appreciate your time and interest in the fund. As</p> <p>4 Mike said, I'm going to give you a five or 10 minute</p> <p>5 overview. Many of you I'm sure have been on a call or</p> <p>6 calls with me in the past or have seen literature. So I</p> <p>7 will keep it as short as possible to leave as much time</p> <p>8 for questions as possible. Recall that the fund trades</p> <p>9 options on the S&amp;P futures contract. The fund does not</p> <p>10 actually trade the futures contract. The important thing</p> <p>11 to know is I'm using options on an S&amp;P 500 vehicle.</p> <p>12 I use options because they're risk-limited. I</p> <p>13 manage the fund from a market-neutral perspective.</p> <p>14 Important to note that that does not mean I am actively</p> <p>15 balancing long and short exposures. What that means is,</p> <p>16 the fund is not a trend-following fund. Within the fund,</p> <p>17 I'm not taking any signals from any analytical models</p> <p>18 that tell me whether to go long or short of the market.</p> <p>19 What I do is I use option structures to capture return</p> <p>20 opportunities whether the market is going up or whether</p> <p>21 is going down. And then I react to what the market does</p> <p>22 in order to manage risk and optimize returns.</p> <p>23 And let me talk a little bit more about each</p> <p>24 side of that equation in terms of market up or market</p> <p>25 down. Very important to know on the upside what I do is</p>	<p style="text-align: right;">Page 4</p> <p>1 in the fund, I'm choosing to replace downside risk with</p> <p>2 risk to the upside. That means, I don't have black swan</p> <p>3 risk. I don't have geopolitical risk. I don't have a</p> <p>4 Janet Yellen news conference risk. I don't have bad</p> <p>5 earnings risk. But I do have risk that the market may</p> <p>6 advance too rapidly and too far beyond the profit range</p> <p>7 I've selected for the fund. So that's the risk when I</p> <p>8 take an upside market exposure within the fund.</p> <p>9 To the downside, what I do is I attempt to</p> <p>10 profit from rising volatility. When markets go down, and</p> <p>11 we just experienced that recently -- in fact I'll be able</p> <p>12 -- we've had an interesting market environment over the</p> <p>13 past month, month and a half. And I'll come at the end</p> <p>14 of this and talk a little bit about how what I'm saying</p> <p>15 in theory applies to the fund performance you see every</p> <p>16 day in the different type of market moves that we've</p> <p>17 seen.</p> <p>18 But to the down side, I'm not trying to capture</p> <p>19 a price range, like I've suggested, to the upside. In</p> <p>20 fact to the downside, what I'm doing is I'm trying to</p> <p>21 capture a spike in volatility. I do that because when</p> <p>22 markets go south, there's no telling where price is going</p> <p>23 to end up. Typically a downside market experiences all</p> <p>24 sorts of volatility and there's nothing -- there's really</p> <p>25 in my mind no such thing as a downtrending market.</p>

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1 Markets tend to be very volatile and not trending to the  
2 downside. They just go down. They bounce. They go down  
3 some more. They do really lots of different things. But  
4 the one thing you can count on is volatility. So to  
5 capture returns in a downside market, what I do is I  
6 construct positions of S&P options that are long  
7 volatility. Volatility is the most important component  
8 of the option's price. By buying and selling options I  
9 can construct a low risk, long volatility position in the  
10 marketplace. That's what I do to attempt to earn a  
11 return for the fund through the downside.

12 Now, all of these things that I described,  
13 upside exposure, downside volatility exposure, they do  
14 require some sustainability of that environment to make  
15 money. Meaning if you get a one day or even one week  
16 spike in volatility, well I will certainly add an  
17 opportunity within the fund to add long volatility  
18 positions. But if that volatility immediately vanishes,  
19 as we've seen in the last month or so, then those  
20 positions will be at best marginally profitable.  
21 However, they really don't carry risk of losing money  
22 when volatility collapses, so that's the important point.

23 Similarly, when markets are advancing, if I put  
24 an upside exposure above the market, which is typical for  
25 what the fund does, and the market suddenly, as we saw in

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1 early October, suddenly takes a waterfall type of  
2 decline, well these positions will simply break even.  
3 And if there's been a little bit of profit accumulated,  
4 that profit will be given back. But relative to where  
5 the position was entered, they'll simply break even.

6 So what we need in either situation is, if  
7 we're going to have an uptrend, let's have that uptrend  
8 continue for four weeks, six weeks, eight weeks, ideally  
9 a quarter. And the fund can take advantage of that.  
10 Similarly, to the downside, if we get a volatility spike  
11 that puts the VIX, for example, above 20, let's have that  
12 VIX stay above 20 for at least longer than a week. Let's  
13 have it stay above 20 for four to six weeks. Without  
14 getting into the technical details, that's kind of the  
15 time frame for options structures that I use to play out.

16 So, the net of all this is again, market -- the  
17 fund is market-neutral, in that I don't take trend  
18 following types of signals. I use options to profit on  
19 both sides of the market. Because volatility is so  
20 important to options pricing, the general behavior  
21 characteristics of the fund is that it will do -- it has  
22 the opportunity to very well in high volatile markets,  
23 once again, as long as that volatility is sustained at  
24 least for four to six weeks. Not just for a few days or  
25 a week or two.

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1 It will do less well in low volatile markets,  
2 but at the same time it can perform equivalent to an  
3 index, as long as the index's advance is moderate. Once  
4 again, recall that my upside exposure carries with it  
5 upside risk, not downside risk. That's preferable but  
6 the risk is still there. So if markets rise  
7 parabolically, we saw that a lot in 2013, we saw a little  
8 bit of it recently, then that's where the fund is exposed  
9 to some potential losses.

10 The other thing to know about the fund -- so  
11 essentially with the volatility, it will do well in high  
12 volatile markets, high volatility markets. Not as well  
13 in low volatility markets. Worst case scenario for the  
14 fund is a relatively low volatile market that also  
15 advances at a rapid pace. The other thing to know about  
16 the fund generally, its behavior characteristics, is that  
17 its returns are non-correlated to the S&P. If you run  
18 that correlation based on monthly returns, over the  
19 almost nine years the fund has been in existence, you get  
20 a small negative correlation. And even that small  
21 negative correlation goes to nearly zero if you eliminate  
22 the one single most negatively month in the fund's  
23 history. That was October of 2008. The market was down  
24 20 to 25 percent. The fund was up 20 percent in that  
25 month. Obviously that's an outlying data point. If you

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1 through that one month out of nine years of history, the  
2 correlation of the fund to the market goes very, very  
3 close to zero.

4 So it's a non-correlated asset. It's one that  
5 can do well in volatile markets when equity portfolios  
6 are suffering. It can keep up with the general pace of  
7 an equity market in a normal, low-volatile advance. It  
8 will struggle during times when price advances, advances  
9 are extreme. But overall it makes a nice diversification  
10 piece in an equity portfolio.

11 So having said all that -- and I think many of  
12 you have either read or heard me talk about that before.  
13 Let's apply a little bit of that to some of the recent  
14 market movements. So what we've experienced, which has  
15 actually been fairly rare over the last year or two --  
16 the last year or two obviously have been fairly strong  
17 advances in the marketplace. We finally had a mere 10  
18 percent correction at the beginning of October, which was  
19 followed by an even greater advance off of the lows, both  
20 of which were very unusual, over the past three or four  
21 years of market conditions.

22 So as we entered October, the fund was  
23 positioned almost exclusively to the upside. Again, not  
24 because of a prediction of market direction, but because  
25 that's what the models I use around options pricing and

<p style="text-align: right;">Page 9</p> <p>1 the index pricing signaled me to do. So upside exposure.  2 Relatively unexpectedly or without warning, the market  3 went into a fairly steep decline. During that period of  4 time, the signals I take from models caused me to begin  5 to add volatility positions.  6 Now, remember for this dive so to speak, I had  7 no volatility positions on because my models would not  8 signal them until we get volatility behavior, until  9 volatility begins to rise. And when that gets signaled  10 then I'll put them on.  11 So I built volatility conditions on the way  12 down. The fund was relatively flat, and that's typically  13 what you can expect during the first part of any kind of  14 downturn. And that's the first priority for the fund is  15 to protect, guard against risk and protect against  16 downside in a down-trending market. If down-trending or  17 downward moving markets and volatility persist, then the  18 fund has an opportunity earn a return. But the first  19 thing that will happen is that it will -- it will act  20 essentially like a call option and show limited downside  21 movement. Again, that's a good thing for an equity  22 portfolio in that type of environment. If the position  23 persists, we can also earn a return. And that's part of  24 the fund's strategy.  25 Coming off the low, the market advanced in a</p>	<p style="text-align: right;">Page 11</p> <p>1 time. So that this type of situation is to be expected,  2 and is within the purview of the strategy. But I think  3 it gives you a good idea of the fund's behavior  4 characteristics. You'll see limited downside in a sudden  5 decline. Decline persists. The fund has an opportunity  6 to make money. In a strong advance, you'll likely see  7 some drawdown in the fund as the advance moderates and as  8 the strategy adjusts for the advance and the fund  9 continues to have an opportunity to make some money, even  10 in that kind of environment. And that's the situation  11 we're in today.  12 So let me stop there and open -- open up for  13 some specific questions.  14 MR. MINNICK: All right, ladies and gentlemen.  15 Again, if you have a specific question, please hit star  16 and five on your phone, and that will cue me in to see  17 that you are looking to ask a question. And we have a  18 couple questions that had come in through via e-mail.  19 One of the questions was if you could discuss a little  20 bit about the taxability on the fund. Specifically they  21 reference, go over a little bit on what a 1256 contract  22 is and how that relates to short and long term capital  23 gains for the fund.  24 MR. WALCZAK: Sure. So, the holding period for  25 everything I do is short term. Not necessarily -- that's</p>
<p style="text-align: right;">Page 10</p> <p>1 pretty rapid fashion. And one of the things I do as a  2 routine part of the strategy is that when market  3 conditions change, I will adjust positions first and  4 foremost to manage risk but also to optimize return.  5 And what that means, for example, before the  6 market entered its downturn, we were positioned for  7 upside exposure in the high 2000s and 2100 and above out  8 in December and January for the fund, assuming the trend  9 would continue. As the market nearly collapsed near 1800  10 on the S&amp;P then clearly it looked less likely that those  11 type of 2100 numbers on the S&amp;P would be able to be  12 achieved. So I adjusted positions to bring our upside  13 exposure down closer to 2000 on the S&amp;P. So the market  14 advanced pretty rapidly; the upside risk of these  15 positions came into play. And the fund has recently  16 suffered a bit of a drawdown.  17 Now, I will tell you this is completely normal  18 behavior for the strategy. It's something the fund has  19 experienced in 2013, and in its history prior. That's  20 the nature, as I mentioned, of the fund's strategy in how  21 I take upside exposure. There isn't downside risk but  22 there is some risk if the market advances rapidly.  23 The risk can be managed. I choose that risk  24 over downside risk. And that's simply the way the fund  25 behaves and strategy behaves and has always behaved over</p>	<p style="text-align: right;">Page 12</p> <p>1 not necessarily a part of the strategy, but the models  2 and signals that I take from my strategy leads me to be  3 in a basically a 60 to 120 day options expiration cycle.  4 So everything I do is generally 120 days or shorter in  5 terms of holding period. The good news is that the  6 options contracts -- and you'll have to see a tax  7 accountant to understand why, because I certainly don't.  8 I just know that it's an IRS rule that classifies these  9 options contracts as 1256 contracts, and 1256 contracts  10 are automatically taxed. Gains and losses are  11 automatically taxed at 60 percent long term, 40 percent  12 short term, independent of holding period.  13 MR. MINNICK: Okay, great. I appreciate that.  14 Another question we had was -- and a few advisors have  15 expressed that. When they look onto Morningstar, it  16 seems that there's a large cash position in the fund. If  17 you could go over a little detail in how -- why it reads  18 out that way? Is it a large cash position? And the --  19 MR. WALCZAK: Sure.  20 MR. MINNICK: -- and any explanation on that.  21 MR. WALCZAK: Sure. The cash position that  22 Morningstar quotes I believe is a little bit misleading  23 in the following sense. I've described the strategy as  24 one in which I'm both buying and selling options. And  25 because of the time decay nature of options, what I do to</p>

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1 manage the risk of losing money through time decay is I  
 2 try to keep my options, my net options positions neutral.  
 3 Meaning, the options contracts I buy are funded by the  
 4 options contracts I sell. So if you add up the value of  
 5 the long options and subtract the value of the short  
 6 options, you're going to get a number most of the time  
 7 pretty close to zero. And that's what Morningstar is  
 8 keying off of. They're looking and saying here's a fund  
 9 with \$500 million in assets, and the net value of their  
 10 positions, long minus short, is nearly zero, which says  
 11 to Morningstar that the fund's capital is almost 100  
 12 percent in cash for example.

13 That's somewhat misleading, because in fact by  
 14 taking on short options positions, the fund has a  
 15 collateral requirement at its prime broker. And so the  
 16 collateral requirement is a better measure of the  
 17 employment of the fund's capital. It's not something I  
 18 manage to, but it is more reflective of how quote  
 19 unquote, "fully invested" the fund is as opposed to the  
 20 normal measure of a fund's investment posture by looking  
 21 at how much cash it has.

22 The collateral requirements for the fund is --  
 23 usually fluctuates around 50 percent. It does fluctuate  
 24 on the basis of market conditions, and it will fluctuate  
 25 based on the opportunities and risk that I see in my

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1 strategy models. So it can fluctuate. And that range is  
 2 generally between 30 and 70 percent. So that's probably  
 3 a better reflection, but it's not one that's going to be  
 4 visible on any Morningstar or any other reporting site  
 5 that you might look at. That's an internal number that I  
 6 can see that Catalyst can see, but it's not something  
 7 that's going to be available. But know that the fund's  
 8 capital is generally -- the collateral requirement is  
 9 generally between 30 and 70 percent. And I will tell you  
 10 also that you don't want to see that collateral  
 11 requirement up near 100 percent. It's different than a  
 12 stock portfolio where if you're 100 percent in you're  
 13 100 percent invested. Not necessarily a bad thing.

14 There is some leverage so to speak built into  
 15 an options contract. That leverage has to be very  
 16 carefully managed from a risk standpoint. And I can tell  
 17 you that that's -- I don't manage through the collateral  
 18 requirement; I manage through some risk parameters. But  
 19 if that collateral requirement approaches 90 or 100  
 20 percent of the fund, that's not a good thing. I manage -  
 21 - I do manage it very carefully to control the risk. And  
 22 you don't want -- with an options portfolio, you do not  
 23 want a collateral requirement approaching 100 percent of  
 24 your capital.

25 MR. MINNICK: Okay, great Ed. Appreciate that.

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1 I had one more question that had come up coming through  
 2 e-mail and it relates to what could you do wrong that  
 3 could cause you to lose 50 to 75 percent of the value of  
 4 the fund? And I believe I know who this gentleman was.  
 5 And I think if you could just go over a little bit about  
 6 what, how you do your stress testing to keep the  
 7 volatility low within the fund and keep those variances  
 8 within a low volatility range?

9 MR. WALCZAK: Sure. I'll talk about risk  
 10 management. In terms of what I could do wrong to lose 50  
 11 to 75 percent of the investment, I -- I don't know how to  
 12 describe my reaction to that question. I just can't  
 13 fathom a loss of that magnitude. I use risk management  
 14 to control losses to roughly 8 percent. That's the  
 15 number I use in stress testing. It is larger than the  
 16 largest drawdown the fund has had in the last seven  
 17 years. And that's been the period of time over which the  
 18 risk management system I use now has been in place. The  
 19 largest drawdown was a little over 7 percent. As I said,  
 20 I control it to 8. Eight percent is not a hard number,  
 21 simply because of slippage and so forth in execution. But  
 22 that's the number I control to when I do stress the  
 23 portfolio.

24 And I do the following things. First of all, I  
 25 use a few basic options spreads over and over and over

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1 again. And what that means is, I'm not reinventing the  
 2 wheel every day. The strategy I use and the models I use  
 3 generate signals. And I -- I react to those signals with  
 4 basically two different types of options spreads. The  
 5 differences are in where they're placed. Is it going to  
 6 be December expiration, January expiration? Is it going  
 7 to be a 2000 strike, a 2050 strike, et cetera. So those  
 8 are the differences, and those are once again driven by  
 9 pricing models.

10 But the important thing to know is, I use  
 11 certain option spreads. I have carefully evaluated the  
 12 risks of those spreads individually. In other words,  
 13 when I put on a spread I know that hey, this spread has  
 14 upside risk, this spread has volatility risk. This  
 15 spread will react in a certain way to time, so it may  
 16 have time risk associated with it.

17 So I know the risks associated with the  
 18 spreads. I hedge those risks when I put them on. In  
 19 fact the spread itself contains long and short positions  
 20 designed to at least partially hedge those risks. So  
 21 each position I put on is immediately hedged. In fact  
 22 that may go to the original question about how do you  
 23 lose 50 to 75 percent of investment? You go out and you  
 24 do something that's completely unhedged from the  
 25 beginning, and then you don't pay attention and before



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1 you know it you've lost a lot of money. That's certainly  
2 how you could lose 50 percent of your portfolio. In my  
3 case, I'm putting on positions, and each position has  
4 already been risk evaluated and risk hedged.

5 Remember, the hedging of risk doesn't eliminate  
6 the risk, but it is designed to offset the risk  
7 characteristics of a position from the outset. So in  
8 this circumstance I put on a position, and even if  
9 everything goes wrong from the start, there's something  
10 in place to buffer potential losses.

11 Second, once I put on positions, and I do --  
12 obviously within a mutual fund portfolio I put on  
13 positions every day, pretty soon I accumulate relatively  
14 complicated options positions or an options portfolio, so  
15 that even if you understand options fairly well, if you  
16 look at a portfolio listing for the fund it will be  
17 difficult for you to understand where do these things  
18 come from and what are they designed to do and how will  
19 they be affected by the market?

20 So, the good news is, I have very sophisticated  
21 options pricing models. I plug the portfolio into these  
22 models each day. I stress the portfolio for a series of  
23 price movements up to 10 percent. I stress the portfolio  
24 for volatility movements. Remember that volatility is  
25 the most important component of options pricing. So I

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1 have to understand what will happen to the portfolio if  
2 one day you see the VIX go from 14 to 25 or 20 to 40 or  
3 something like that. So I stress the portfolio for  
4 volatility, I stress it for price movement, and then I  
5 look over five different time frames. A month from  
6 today, two months from today and several time frames in  
7 between. I'll vary those time frames to match up to  
8 different times and important options, expiration for  
9 part of the portfolio for example.

10 So I stress the portfolio. I identify what's  
11 the impact on portfolio value at these stress points. And  
12 if the impact is greater than my 8 percent limit, then  
13 I'll go in and I'll hedge the portfolio to bring it back  
14 in line.

15 So I spend a lot of time on this. And I think  
16 it's important. Because again, an options portfolio is  
17 not intuitive like perhaps a portfolio of individual  
18 stocks might be, where you can understand that if you're  
19 long a basket of stocks, if the market is going to go  
20 down 10 percent, you're probably going to lose a lot of  
21 money. If the market is going up 10 percent you're going  
22 to make a lot of money. Options are nowhere near that  
23 simple and it takes some modeling tools to use them. It  
24 takes fairly expensive models to understand and to manage  
25 the risk. And I spend a great deal of time doing that.

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1 So I guess the answer again is, if I didn't do all these  
2 things, an options contract has got some leverage built  
3 into it. Yes. If I did do none of these risk management  
4 things then that would be the path to losing 50 or 75  
5 percent of one's investment.

6 That can happen in a lot of different  
7 strategies, by the way, if you're not paying attention to  
8 risk. But certainly that's -- that's a way to have it  
9 happen with options portfolios is not to pay attention to  
10 risk.

11 MR. MINNICK: Okay, great. Thank you very much  
12 for that, Ed. Again, I do have one question here coming  
13 up from the lines. Again, if you have a question for Ed,  
14 hit star, then five. And that will raise your hand, and  
15 I'll be able to open up your line. The person that has  
16 their phone number end in 1114, I've just opened your  
17 line. Feel free to ask a question to Ed.

18 PARTICIPANT: Yeah. My question is, where does  
19 this -- where is this strategy positioned along the risk  
20 spectrum for investors? Help me understand better where  
21 to use it and where not to use it.

22 MR. WALCZAK: Well, the first and foremost  
23 aspect of the strategy is that it will -- I hate to use  
24 the word "protect" in a down market. Meaning it is not  
25 an inverse fund, where for example, as we saw in the

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1 first part of this month, the market down 10 percent in  
2 two weeks. The fund was flat. So if you're depending on  
3 the fund to make two or three percent or four or five  
4 percent in a sudden downturn like that, that's not where  
5 the fund -- that's not what the fund is designed to do.

6 If the market is down 10 percent over the  
7 course of a quarter, it certainly has the opportunity to  
8 make some money. But first and foremost the fund is  
9 designed to be a piece of the portfolio that will be at  
10 least flat in a down-trending market.

11 At the same time, unless you get a runaway  
12 market to the upside, the fund is likely to be able to  
13 exhibit a moderate positive return even in an upmarket.  
14 So generally speaking first and foremost is the -- I  
15 guess I could describe the fund as a conservative, risk-  
16 limited equity vehicle.

17 So that you know, if you -- if you get a real  
18 adverse market for the fund strategy like 2013, you're  
19 going to probably look at roughly a break even. If you  
20 get a sudden downturn in the market, you'll look at a  
21 downside protected fund in that it'll be flat. If the  
22 downtrend and volatility continue for some period of  
23 time, if we're in a bear market or a couple of months  
24 we're in a correction, then you can get some positive  
25 return on it. But generally speaking, it should be a

<p style="text-align: right;">Page 21</p> <p>1 relatively conservative way to get some extra equity  2 exposure with downside, downside limitation, risk-  3 limited. I hope that -- does that answer the question?  4 PARTICIPANT: Yeah, I think so.  5 MR. MINNICK: Okay, great. I appreciate that.  6 Ed, we've got another question coming through here on  7 the line. And again, folks, if you have a question,  8 please hit star, then five, to signal to me that you have  9 a question for Ed. The person that has a phone number  10 ending in 1335, I have released your line. Feel free to  11 ask Ed a question.  12 PARTICIPANT: This has been (inaudible). We  13 talked several months ago. And I know the fund has had  14 significant growth since we started on the first of the  15 year. And so I've got a couple of questions for you.  16 Number one, your capital requirement, how would it be  17 managed if you had large liquidations in the fund, people  18 deciding they wanted to get out? That puts you in a bind  19 if something like that happened? And --  20 MR. WALCZAK: Well, as I described, the first  21 part of the question around the high cash and the  22 collateral requirements and so forth, generally speaking  23 it's unusual for the fund's collateral requirement to  24 exceed 70ish percent of fund capital. So there's always  25 a reasonably large if you think about what that means is</p>	<p style="text-align: right;">Page 23</p> <p>1 be managed.  2 PARTICIPANT: Another part of this question is  3 regarding the growth. And I think that we talked about  4 this before. But as far as when you're doing --  5 obviously when you're doing options trades, you've got to  6 have somebody to take the other side of the trade. And I  7 think initially, the talk was, you know, \$200 million  8 would be first level that you would shoot for and that  9 would be, you'd be comfortable with. Now we're at \$500  10 million. Is there any problem at all with finding the  11 guys on the CMA or wherever it is take the other side of  12 your trades?  13 MR. WALCZAK: There's currently not an issue.  14 And I have fairly routine conversations, meaning every  15 couple of months at least, with some of the guys on the  16 floor and the off floor people who act as counterparties.  17 And a lot of them, you know, what I do is very  18 analytical. And I would love to apply some hard numbers  19 to questions like that. But there's really just not a  20 way. It's very subjective when you talk to somebody  21 about what might happen to your bid ask spread if I  22 doubled my trade size. And so generally speaking, we're  23 going to take a look at check points. I can tell you  24 again, we have \$500 million today. Not an issue. A  25 billion is probably the next check point. I am fairly</p>
<p style="text-align: right;">Page 22</p> <p>1 20 or 30 percent of the fund is available independent of  2 that collateral requirement for liquidation.  3 So, if -- you'd be talking a fairly serious  4 liquidation if you saw a 20 or 30 percent liquidation  5 over the course of a couple of days. But the fund is --  6 that's a worst case scenario. The fund is prepared to  7 handle that. The other thing I'll tell you about that  8 collateral requirement, as I said, I don't manage to it.  9 I manage according to my own risk parameters. But where  10 that collateral requirement comes from is extremely easy  11 to remove from a position standpoint.  12 In other words, unlike a securities fund where  13 if somehow you were pressured by liquidity requirements  14 you might have to go out and actually liquidate  15 securities holdings, typically speaking I can manage that  16 collateral requirement with very, very little movement in  17 the fund's portfolio. I could drop it by 20 or 30  18 percent tomorrow at a cost of 10 or 20 basis points in  19 the fund's asset value. So that type of -- and that's  20 simply due to the nuances of how that collateral  21 requirement is calculated.  22 But liquidity, I don't ever anticipate  23 liquidity being an issue for this strategy, because of  24 the way the fund is invested, the way there's a typical  25 cash cushion, and in addition the way that collateral can</p>	<p style="text-align: right;">Page 24</p> <p>1 optimistic about whether we can get past that billion.  2 There's not guarantee, but so far I've actually seen the  3 universe of counterparties expand as well as some cross-  4 market liquidity coming in. Meaning the options I trade  5 are on the Chicago Mercantile Exchange because they're  6 options on a future's contract.  7 Similar options are traded at the CBOE, or the  8 Chicago Board Options Exchange, right across the street  9 by the way, on the SPX cash options, and on options on  10 the SPY, Spyder ETF. And I have seen more and more  11 crossover of market makers who will put a position on in  12 the SPX or SPY at the CBOE, and be looking to take the  13 other side of my trade as an offset over on the CME. That  14 wasn't all that common years ago, but I see much more of  15 it now. And that is expanding the liquidity pool to the  16 extent that I am more optimistic today than in the past  17 about where we might be able to go in terms of assets.  18 Of course, if we're fortunate enough to attract  19 those kind of assets, I think there's some opportunity to  20 go beyond that billion dollar mark. But again, we'll  21 have to -- the only way you can truly answer a question  22 like this is through actual execution. And I can tell  23 you that today I'm not seeing any issue with the  24 execution prices we get. And as we approach that billion  25 if we approach the billion then we'll continue to monitor</p>

<p style="text-align: right;">Page 25</p> <p>1 that situation going forward.</p> <p>2 PARTICIPANT: Thank you.</p> <p>3 MR. MINNICK: Okay, great. Ed, we have a few</p> <p>4 more questions in the queue here. Excuse me. The person</p> <p>5 at -- with the phone number ending in 1059. I have</p> <p>6 unlocked your phone. Feel free to ask Ed a question.</p> <p>7 PARTICIPANT: Yes, Ed. I appreciate you taking</p> <p>8 the call. As you describe the strategy of the fund, it</p> <p>9 would appear that you have a strategy that will generate</p> <p>10 incremental, I'd say relatively small incremental daily</p> <p>11 movements in the fund, based on the income or the premium</p> <p>12 that you're generating and the different strategy.</p> <p>13 I noticed at the end of the month, we had a two</p> <p>14 percent plus adjustment to the fund. And based on the</p> <p>15 history it seems that that was a significant movement.</p> <p>16 Could you please shed some light on that, what may have</p> <p>17 caused that?</p> <p>18 MR. WALCZAK: Sure. Absolutely. The first</p> <p>19 thing I'd like to point out though is, you talked about</p> <p>20 incremental return based on premium collection. Within</p> <p>21 the fund, I am not using premium collection as a source,</p> <p>22 as a pure source of return. I do use some premium</p> <p>23 collection options selling type of techniques to offset</p> <p>24 time decay risk for the portfolio. So if the portfolio</p> <p>25 becomes profitable, that is reflected in a net long</p>	<p style="text-align: right;">Page 27</p> <p>1 options positions increase also very rapidly in value,</p> <p>2 overcoming the appreciation from the long options' value.</p> <p>3 And that's the type of phenomenon that accounts for a</p> <p>4 day like Friday where -- and there's some other things</p> <p>5 going on which I'll talk about in a minute as well. But</p> <p>6 a day like Friday simply means that you've now capped off</p> <p>7 an 11 percent move in 12 days. And without the time for</p> <p>8 those short options. What you'd like to have happen is</p> <p>9 the long option appreciates. The short options</p> <p>10 appreciate at roughly the same rate. And that's what</p> <p>11 happens when the market advances in a general -- in a</p> <p>12 normal, general, moderate uptrend.</p> <p>13 What happens when the market spikes higher,</p> <p>14 which is relatively rare, is that the short options</p> <p>15 appreciate much more rapidly than the long options</p> <p>16 appreciate. So even though the fund is positioned pretty</p> <p>17 much where we'd like it to be, it just got there too</p> <p>18 fast. And when you get a sudden move in the market, both</p> <p>19 over the last 12 days we see 11 percent and in a single</p> <p>20 day we're here up over a percent at the top of that</p> <p>21 range, you can get a fairly outsized move.</p> <p>22 Now, I will tell you the other interesting</p> <p>23 thing that occurred on Friday is a whole lot of market</p> <p>24 participants were caught off side. It was a pretty big</p> <p>25 surprise. The Bank of Japan, overnight. And what that</p>
<p style="text-align: right;">Page 26</p> <p>1 options position. A net long options position is</p> <p>2 immediately exposed to time decay. So the fund can earn</p> <p>3 some money in the strategy I described, and then watch</p> <p>4 the market go flat and watch that profit erode through</p> <p>5 time. So when that occurs, I will use some premium</p> <p>6 collection and take that profit out of the market so to</p> <p>7 speak. But I'm not generally depending on time decay as a</p> <p>8 source of return.</p> <p>9 Now, the second half your question specifically</p> <p>10 about Friday is, I mentioned that the upside exposure the</p> <p>11 fund takes has upside risk to it. And the way options</p> <p>12 work is that risk is dependent on time in the following</p> <p>13 way. For example, I can quote you right now, when I talk</p> <p>14 about a profit range -- I've got positions out in</p> <p>15 November. November options expire two weeks from Friday.</p> <p>16 The profit range for those positions is currently</p> <p>17 between 1970 and 2035 on the S&amp;P. So on the face of it</p> <p>18 that says, great news. We are right in the middle of</p> <p>19 that range, a little bit to the upside, but we're in that</p> <p>20 range where we can make some money, and that's absolutely</p> <p>21 true. However, the way options behave, if you get there</p> <p>22 too fast what happens is the short options part of the</p> <p>23 equation, they still have lots of time left in their</p> <p>24 lives so to speak, and if you get there very rapidly, as</p> <p>25 we have over the past couple of weeks, then the short</p>	<p style="text-align: right;">Page 28</p> <p>1 means is, there were a lot of people who were betting on</p> <p>2 a decline. I know this talking to guys on the floor.</p> <p>3 And what happens in that scenario is you're caught off</p> <p>4 side. You wake up in the morning and the market is up 20</p> <p>5 handles as they say in the business, and everybody has to</p> <p>6 buy calls. So calls are bid through. The fund was short</p> <p>7 some calls and long some calls. But the short calls were</p> <p>8 bid up pretty severely, and that accentuated the move.</p> <p>9 But that's just a little bit of accent to the position.</p> <p>10 Overall, that type of reaction will happen when you see a</p> <p>11 market advance like we have over the last couple of</p> <p>12 weeks. I will tell you, however, that it is manageable.</p> <p>13 And as I said, the fund is in the middle of the profit</p> <p>14 range, and if we are flat from here, then that's exactly</p> <p>15 where we want to be.</p> <p>16 Similarly, to give you an idea of how time</p> <p>17 makes a difference, if the market had -- which is more</p> <p>18 normal market behavior, if the market had bounced around</p> <p>19 a little bit at the lull and a week or two from now had</p> <p>20 done 11 percent in a few days, you would have seen the</p> <p>21 fund make a lot of money. And so it all depends on how</p> <p>22 you get there as well as where you get to. So if the</p> <p>23 market bounces around up here for a couple of weeks and</p> <p>24 doesn't move too much, there'll be a little volatility in</p> <p>25 the fund, but generally speaking the fund will make a</p>

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1 nice return. Because we're, pricewise we are where we  
2 want to be.  
3 But just again to recap, when you see a day  
4 like that, you know that we are right at the upper limit  
5 of where we want to be in terms of market movement. And  
6 likely the market has come pretty far pretty fast. And  
7 again, that's a characteristic of what the fund does.  
8 And you'll see that every time you see an 11 percent pop  
9 in 10 days, most likely.

10 PARTICIPANT: And that's going to be obviously  
11 relatively rare, so.

12 MR. WALCZAK: Yeah, I saw some -- I saw some  
13 analyst comments that suggested this was the rise of the  
14 century. Now, I think that's a little bit of an  
15 exaggeration, but analytically if you look at it, it  
16 hasn't happened in about three or four years. So it  
17 doesn't happen very often.

18 And as I said, the reason I exchanged downside  
19 risk for upside risk is, it's not pleasant when that  
20 happens on a particular day, but I can tell you, it's  
21 much easier to manage that kind of upside, because you  
22 never truly get a crash through the upside. If we were  
23 sitting here talking about hey the market was down 2  
24 percent, down 11 percent in the last couple of weeks, and  
25 down another 2 percent on Friday and the fund was down 2

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1 percent, I can tell you that you'd be running a real risk  
2 that the market was going to go down another 2 percent in  
3 the next two weeks and we'd all be in trouble.

4 In this case, I have a lot of confidence in  
5 telling you that the market will not be up another 10  
6 percent in the next two weeks, and that this has happened  
7 before and we're pretty -- we're in a pretty decent spot.

8 PARTICIPANT: Thanks for taking the call, Ed.

9 MR. WALCZAK: Sure.

10 MR. MINNICK: Okay, great. Thank you, Ed. Ed,  
11 we had another question in the queue here, phone number  
12 ending 1114, your line is open.

13 PARTICIPANT: Yeah. Ed, how should an investor  
14 view returns in appropriate timeframe with this kind of a  
15 strategy? I mean how should we set expectations for  
16 clients in terms of what returns can we reasonably expect  
17 and what's a reasonable period of time in which they  
18 should expect to have to be patient to get those returns?

19 MR. WALCZAK: Sure. Good question. Timing is  
20 very important, because again, we're dealing with options  
21 contracts that have an important element of time built  
22 into their pricing and how that pays. So the most  
23 important thing is the shorter the timeframe -- two  
24 things. The less, the less you'll be able to understand  
25 what's going on. As I mentioned, if the market had

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1 waited two weeks, and still exhibited this extreme upside  
2 move, we would have gone from a flat performance to a  
3 pretty profitable one as I sit here today. And that may  
4 still occur in a different direction. We may have --  
5 instead of going up, if we go flat from here, we can  
6 arrive at the same place at the same time but different  
7 paths getting there, one path being a little bit more  
8 pleasant than the other.

9 So the important thing to think about is you  
10 want to not pay a lot of attention to daily price moves.  
11 The fund's portfolio is constructed and dependent on  
12 signals I'm getting from options pricing and volatility  
13 models, so at any given time it's really impossible to  
14 predict what a particular day's impact. But sometimes  
15 you'll see market up a percent. The fund will make some  
16 money. Sometimes you'll see market up a percent and the  
17 fund will decline. So I think you have to get clients  
18 accustomed to the fact that it's not a correlated  
19 instrument. It's not long on the market. It's not short  
20 on the market. And it really takes at least a month to  
21 play out. So if you see volatility that VIX above 20 for  
22 example for a month, and the fund is losing money, then  
23 there's probably something wrong. That's the time when  
24 you want to ask questions. That's what you would expect  
25 to say, "Hey, that's -- that's not as advertised." But

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1 if you see something happen over the course of a day or a  
2 week you're certainly welcome to ask questions, but I can  
3 tell you that it's not going to be predictable from your  
4 point of view or from a client's point of view. So you  
5 really have to say look, over a period of a month or  
6 better yet a quarter, then those types of characteristics  
7 I described in terms of reacting well to volatility,  
8 doing okay in uptrending markets, still not -- not doing  
9 so well in real violent up, parabolic up markets. So  
10 again, I've just talked about it's rare, it's difficult  
11 if the market is up 11 percent in 12 days. If the  
12 market's up 20 percent in a month, that's not good. If  
13 the market's up 30 percent in a quarter, that's not good.

14 So, so again, that month and quarterly  
15 timeframe is where the fund's behavior characteristics  
16 will really asset themselves. Not on a daily or weekly  
17 timeframe. In terms of absolute returns, obviously I  
18 can't guarantee you returns. You -- you have or you can  
19 get monthly returns historically. Past performance is no  
20 guarantee of future results.

21 However, as far as I can tell, the historical  
22 returns are reflective of how the fund -- how the  
23 strategy behaves. And that's something you can certainly  
24 take a clue from. But generally speaking, you want to  
25 look over a period of at least a month, better yet a



<p style="text-align: right;">Page 33</p> <p>1 quarter, and the fund's return profile will come forward.  2 Generally speaking, as I mentioned too, if the market is  3 advancing in a low volume orderly fashion, so to speak,  4 the fund certainly has a good opportunity to deliver high  5 single digit, low double digit type of returns. And if  6 there's high volatility, 2008 obviously is an extreme  7 example of that. 2011 is probably a more routine example  8 of a nicely volatile market. And the fund can then have  9 an opportunity to do even better in that type of  10 environment.  11 PARTICIPANT: Okay. So let me try to rephrase  12 the question just a little bit differently, then. So,  13 not talking about short term, months or quarters. But  14 when, when I place this type of investment into a  15 client's portfolio, over a number of years, do we have  16 sense of what to expect or are you basically saying  17 there's no way to predict that because it's all path  18 dependent, but we can simply look at the, you know, the  19 previous 8 years and see there's a lot of variability  20 there but it's done well?  21 MR. WALCZAK: Yeah. I mean, I -- as I said,  22 that's --  23 PARTICIPANT: I mean, how do we set up --  24 MR. WALCZAK: -- that's the expectations, I  25 guess.</p>	<p style="text-align: right;">Page 35</p> <p>1 S&amp;P a little bit of a head start if that's the benchmark.  2 But over a long enough -- over a full market cycle, you  3 can expecting matching the S&amp;P performance in upmarkets  4 and sidestepping a good portion of downside, with an  5 opportunity to make some money in those down years as  6 well.  7 PARTICIPANT: Thank you.  8 MR. MINNICK: Okay, great. Ed, we still have  9 one more question in the queue here. And again, folks,  10 if you have a question for Ed, star five, and that will  11 indicate to me that you want to ask a question. Next  12 question I have is coming from phone number ending 6072.  13 I have just opened your line.  14 PARTICIPANT: Yes. Hello. My question is from  15 your discussion I perceive that you, you, you've  16 indicated that variability is normally short term and  17 that over a period of months or quarters or longer, that  18 variability should disappear into the normal performance  19 of the fund.  20 MR. WALCZAK: Correct.  21 PARTICIPANT: And related to that  22 understanding, how would you recommend in a senior's  23 portfolio, a conservative portfolio that might, might be  24 sort of 65 mixed bonds and 35 -- relatively conservative  25 equities. Would it be reasonable to place a third or 35</p>
<p style="text-align: right;">Page 34</p> <p>1 PARTICIPANT: How do we -- how do we  2 effectively set the right expectations for this fund?  3 MR. WALCZAK: Well, again, it's a little bit  4 qualitative. But what I think you can describe to  5 clients again, is the fund, certainly over time, even  6 including a year like 2013, if you're -- if you have a  7 multiple, multi-year timeframe, over the time fund has  8 the opportunity to match the S&amp;P performance while at  9 least sidestepping serious downturns. Again, the fund  10 has an opportunity to earn a positive return in a  11 downturn. But the first priority is to at least flatten  12 and manage that downside risk. So ideally, you have a  13 fund that if everything is working right -- and I have to  14 continue to stress there are no guarantees. But if  15 everything is working right, the fund can sidestep  16 downturns and provide a nice steady moderate return in  17 uptrending markets, that over time can match the S&amp;P.  18 And if you include those downturns where if all the fund  19 does is sidestep downturns and turns in some sort of  20 break even type of performance, in 2008 for example,  21 you're going to come out ahead of the index on that  22 basis.  23 So that's, that's kind of the expectation on a  24 multiyear timeframe, but you do have to include the  25 opportunity for 2013 to come along. And that gives the</p>	<p style="text-align: right;">Page 36</p> <p>1 percent in this fund, in place of the (inaudible) portion  2 of bonds, and have a good expectation of risk-reward  3 being beneficial doing that?  4 MR. WALCZAK: Well, I think, again, it will  5 depend on the client's tolerance for some short-term  6 volatility. There's -- it's something that I work  7 constantly on is trying to minimize the short-term  8 volatility. However, the nature of options contracts --  9 and we're in one of those periods now -- is that as they  10 approach expiration they do get a little bit sensitive to  11 price movement. And as we find ourselves in certain  12 positions, again, after a large rise, so that we're a  13 little bit stressed on certain positions -- and you will  14 get some short-term volatility.  15 So I guess if you have a client who is going to  16 be very concerned over a day like Friday, for example,  17 that would tend to -- I would, I would have some caution  18 about that type of, you know, allocation, that large an  19 allocation. Now, if you have a client who wants a  20 conservative, over the long run, a conservative type of  21 allocation, and understands that every once in a while  22 you look at some near term volatility and it's not going  23 to be concerning to him or her, then that type of  24 allocation makes a lot more sense.  25 PARTICIPANT: Good. Okay. That's a good</p>

<p style="text-align: right;">Page 37</p> <p>1 answer. Thanks very much.</p> <p>2 MR. MINNICK: Okay. Ed, we had a few more</p> <p>3 questions popped up here. Next one comes from phone</p> <p>4 number ending in 2598. Aloha. Your line is open.</p> <p>5 PETER: Hello.</p> <p>6 MR. MINNICK: Yes, your line is open.</p> <p>7 PETER: This is Peter. Am I being heard?</p> <p>8 MR. MINNICK: I can hear you.</p> <p>9 MR. WALCZAK: Yes.</p> <p>10 PETER: All right. So, very quickly, Ed. I'm</p> <p>11 just curious on, I'm going to put some more money in</p> <p>12 this. And it's so unusual what you do. I don't know any</p> <p>13 other mutual fund that does what you do. So I'm</p> <p>14 concerned -- is -- I don't know how old you are and how</p> <p>15 long you might manage this money when it comes in. I'm</p> <p>16 just curious about that, your experience in it. I'm very</p> <p>17 impressed with the record. But I just don't know what</p> <p>18 the deal is on that. Or is it -- you know, how long are</p> <p>19 you going to be doing this? Is it a five year or what?</p> <p>20 Do you have any idea?</p> <p>21 MR. WALCZAK: So, I am 58 years old. And I'm</p> <p>22 definitely healthier and more fit than any other 58 year</p> <p>23 old on the planet. Anyone on the call who wants to</p> <p>24 differ with that, you just have to step up and I'll meet</p> <p>25 you in the gym.</p>	<p style="text-align: right;">Page 39</p> <p>1 -- well, I started it to make a living at it. But I</p> <p>2 decided to make a living at it because I enjoyed doing</p> <p>3 it. And I expect to do it for many years to come. I</p> <p>4 don't have an end date in mind.</p> <p>5 PETER: Is there anybody else that does what</p> <p>6 you do, in a mutual fund format?</p> <p>7 MR. WALCZAK: To my knowledge, there are others</p> <p>8 who use options, either as an adjunct to a strategy --</p> <p>9 meaning there are many ways in which you can use options</p> <p>10 as a part of a portfolio, both, you know, with equities</p> <p>11 as well as physical commodities. There is at least one</p> <p>12 other fund I know that uses options in an S&amp;P portfolio.</p> <p>13 They generally, to my knowledge, focus on the time decay</p> <p>14 element as a means of earning a return. And as I said,</p> <p>15 there are, there are other combination strategies I'm</p> <p>16 aware of. But I'm not aware that anyone's gone down this</p> <p>17 particular path. And one of the reasons for that is,</p> <p>18 there are almost a limitless number of combinations and</p> <p>19 permutations of things that can be done with options.</p> <p>20 And it's -- it's not something I think that is, is well-</p> <p>21 researched, relative to other types of equity or even</p> <p>22 non-equity types of strategies. So I do believe that</p> <p>23 it's a pretty unique strategy. It's something that I</p> <p>24 developed over a lot of years of research and experience.</p> <p>25 PETER: Very good. Thank you.</p>
<p style="text-align: right;">Page 38</p> <p>1 PETER: Okay.</p> <p>2 MR. WALCZAK: So, there --</p> <p>3 MR. MINNICK: I'll vouch for that, Ed.</p> <p>4 PETER: Well, I'm in Hawaii. So -- and I'm 70,</p> <p>5 and I still surf. So if you ever want to come and visit</p> <p>6 us, you're welcome to stay with us.</p> <p>7 MR. WALCZAK: I will come. Which island are</p> <p>8 you on?</p> <p>9 PETER: I'm on Oahu.</p> <p>10 MR. WALCZAK: Oahu, great. My wife and I come</p> <p>11 to Maui almost -- not -- we don't let more than two years</p> <p>12 go by before we visit Maui, but --</p> <p>13 PETER: Ah, okay.</p> <p>14 MR. WALCZAK: -- (inaudible) you know.</p> <p>15 PETER: All right. Very good.</p> <p>16 MR. WALCZAK: Anyway, no, so I have no plans to</p> <p>17 retire. I can genuinely tell you that I very much enjoy</p> <p>18 what I do. And if I were to retire, my hobby would be</p> <p>19 trading options.</p> <p>20 PETER: Okay.</p> <p>21 MR. WALCZAK: So, from -- and I mean that very</p> <p>22 sincerely. From that standpoint, I don't really have any</p> <p>23 near term retirement. It's not a question of, well as</p> <p>24 soon as I make a certain amount of money, I can retire</p> <p>25 and leave this awful job. No. I started this because I</p>	<p style="text-align: right;">Page 40</p> <p>1 MR. MINNICK: Okay, Ed. We now have about four</p> <p>2 more still in the queue, so if you're waiting, please be</p> <p>3 patient. Next call we got coming through, your phone</p> <p>4 number ends in 2004. I've just opened your line. Feel</p> <p>5 free to ask Ed a question.</p> <p>6 PARTICIPANT: Thanks, Ed. I appreciate the</p> <p>7 call. How have you seen advisors use it, or what do you</p> <p>8 recommend from a position in an allocation? Where do</p> <p>9 they take money from? What size of it? And you know, I</p> <p>10 know there's no one way of doing it. But any helping</p> <p>11 hints?</p> <p>12 MR. WALCZAK: Sure. And again, I'll give you</p> <p>13 the caveat, which I think is a correct one. I don't mean</p> <p>14 to cop out. But obviously one of the roles that an</p> <p>15 advisor has is to understand his client's risk-return</p> <p>16 profile. And as I suggested earlier, you will see a</p> <p>17 little bit of short-term volatility in the fund. It's</p> <p>18 the nature of an options contract. Over the long term, I</p> <p>19 think it has a very nice risk-return profile. That's the</p> <p>20 design of the fund, is limited risk with some good return</p> <p>21 opportunity. But that is a long-term perspective. So</p> <p>22 you really have to assess the client's tolerance for some</p> <p>23 short-term volatility. And again, if you don't have it,</p> <p>24 you can get monthly returns on the fund. And</p> <p>25 particularly, if you look across '07, '08 and to date in</p>

<p style="text-align: right;">Page 41</p> <p>1 terms of monthly returns, it gives you a pretty good idea  2 of what to expect. And you have to make sure your client  3 is comfortable if that type of return profile continues.  4 But in terms of where it fits in the portfolio, I think  5 it makes an excellent piece in a part of a portfolio you  6 would look for a noncorrelated vehicle, because it is.  7 You would look for some diversification.  8 And it's actually favorable diversification, to  9 my point of view, in that if you -- if you have a piece  10 of your portfolio where you currently have a strictly  11 non-correlated asset class of some kind -- maybe you've  12 got real estate. Maybe you've got some commodities fund  13 or some other alterative strategy. One of the unique  14 things about the fund is that, again, you can do the  15 math. It's non-correlated to the S&amp;P essentially. Yet  16 at the same time, because of its relationship to equity  17 market volatility, it has an opportunity to do very  18 nicely the more equities struggle. And that struggle is  19 usually reflected by volatile markets.  20 The better an environment for the fund it is --  21 and conversely -- we saw this in 2013, the more equities  22 go parabolic to the upside, the harder it is for the  23 fund. So although it's non-correlated, it does have that  24 relationship that makes it a very, very nice  25 diversification slice for a client portfolio. And</p>	<p style="text-align: right;">Page 43</p> <p>1 of the portfolio. I know I read a lot about, you know,  2 allocations and liquid alternatives, and people looking  3 at, well what percentage of my portfolio should we  4 allocate to alternatives? And I don't view this  5 particular fund as something that should be quote, "Part  6 of an alternatives bucket," but more something that  7 should be part of the equity part of the portfolio.  8 Because under many circumstances and market scenarios,  9 this fund will deliver returns similar to equities, in  10 flat to gradually rising markets. And then at the  11 extremes, when we have a significant bear market like  12 2008, it could provide significant downside protection  13 and even positive returns, offsetting losses in the other  14 parts of the equity portfolio.  15 And then on the other extreme, when we have  16 significant upside, this fund will not deliver those  17 returns. It'll be flat for potentially slightly  18 negative. But the rest of the equity portfolio should be  19 doing very well. So that's the way that I kind of view  20 this particular fund and how it should be used in client  21 portfolios.  22 MR. MINNICK: Okay, great.  23 MR. WALCZAK: Thanks for that assist, Jerry.  24 Now, you see why I'm not a national advisor, and why  25 Jerry runs all the funds, and I only run one.</p>
<p style="text-align: right;">Page 42</p> <p>1 because it has the opportunity to at least keep up --  2 it's one of those pieces where it's not going to be dead  3 money when the equity markets are rising, and you have to  4 tell a client, well, look, the reason we've got this is  5 not for -- not to be a part of the equity portfolio. And  6 so it's going to be flat if the market is up 10 percent,  7 or down if the market is up 10 percent. That's not the  8 story you have to tell. It really does have that nice  9 relationship and can be an excellent diversification tool  10 in a client portfolio, once again, depending on the  11 client's tolerance. But the type of, you know, monthly  12 volatility that you can see in the, in the fund's  13 historical record.  14 PARTICIPANT: Thanks. Hi.  15 MR. SZILAGYI: This is Jerry Szilagyi. I'm the  16 President and CEO of the Catalyst Funds, and I've been  17 listening in to this call. And first, I want to thank all  18 of you for listening in, and your support of the Catalyst  19 Funds. But more importantly, I wanted to add just  20 something to Ed's answer to that question, because I have  21 talked to a lot of financial advisors about this fund and  22 our funds in general. And I -- I use all of our funds,  23 including this one personally in my portfolios. And kind  24 of the way that I view this fund fitting into client  25 portfolios is as a significant portion of the equity side</p>	<p style="text-align: right;">Page 44</p> <p>1 MR. MINNICK: Great. All right. We've still  2 got a couple more questions here. And I know we're  3 getting a little tight on time, so I'm just going to run  4 through them here. The next person I have your phone  5 number ends with 2972. I just opened your line. Feel  6 free to ask Ed a question.  7 JESSE: Ed, hi. Jesse Bloom (phonetic),  8 Florentine Capital.  9 MR. WALCZAK: Hi.  10 JESSE: Hey. For Peter, I think it was, who  11 was just asking if there's other funds out there, there's  12 not. Ed and I have talked before. I have a substantial  13 amount of options experience, trading experience  14 personally and for clients. And I'll tell you, I haven't  15 seen anything like what Ed's doing, but it's completely  16 legit. So not trying to peel a nut for you Ed, but just  17 admiring how you're trying to explain such a complicated  18 topic. I'm kind of laughing under my breath, because  19 it's very difficult to do, and I know. But there is a  20 lot of opportunity in the options market if you take the  21 time to study them. My question though is, 2006 you  22 knocked it out of the park. And that, you might have  23 mentioned this on the front end where you said you maybe  24 tweaked your risk management a bit.  25 I think I also noticed that the maximum fund</p>

<p style="text-align: right;">Page 45</p> <p>1 drawdown occurred in 2006, 20 some percent. And I don't  2 think since then there's been a drawdown that I saw in  3 the monthly data that exceeded much more than about 10  4 percent. So I'm assuming you used a little bit more  5 leverage early on. So would you touch on that a bit? And  6 then --</p> <p>7 MR. WALCZAK: Sure, absolutely.</p> <p>8 JESSE: And then --</p> <p>9 MR. WALCZAK: So --</p> <p>10 JESSE: Yeah, go ahead.</p> <p>11 MR. WALCZAK: So, and I'm -- I want to be a  12 little more specific about the monthly drawdown, I think  13 subsequent to -- subsequent to the 20 percent drawdown  14 was early '07, it has been limited, I believe, to a  15 little over 7. But I'm not looking at the numbers right  16 now. But at any rate, two things happened in '07. One  17 was, a little bit of leverage, and leverage means, again,  18 the fund does not borrow money to enhance returns.  19 Leverage means how many options positions are used at any  20 given time per unit of capital. So some of that was  21 leverage. Some of it was using premium collections as a  22 return strategy. And premium selection generally has  23 more risk associated with it. So, after the drawdown in  24 2007, I reevaluated the different elements of the  25 strategy and deemphasized premium collection as a method</p>	<p style="text-align: right;">Page 47</p> <p>1 MR. MINNICK: Okay. All right. Thanks very  2 much for that question. Moving right along, because  3 we've still got a couple more people waiting in the  4 queue. I want to make sure we address everyone here.  5 Phone number ending in 3011, I've unmuted your line.  6 Feel free to ask Ed a question.</p> <p>7 PARTICIPANT: Hi, Ed. Thanks for taking the  8 call today.</p> <p>9 MR. WALCZAK: Sure. You're very welcome.</p> <p>10 PARTICIPANT: Just a quick question. You had  11 mentioned earlier on that you're pleased with the pricing  12 for your November options. Assuming that the market, you  13 know, goes back to whatever normal is now -- we saw a big  14 sell off, a huge recovery. You've discussed the  15 performance and why. But you know, if we just sort of go  16 back to a normal recovery through the end of the year  17 into even the first month or two of next year, how do you  18 see the recovery of the fund doing?</p> <p>19 MR. WALCZAK: Well, we have a -- we have a nice  20 opportunity. Again, assuming that we proceed in a more  21 normal fashion. And it may take some time. I'll give  22 you an idea. I mentioned that I use long and short  23 options positions, and that when you see an upward spike  24 in the market it adversely impacts the fund's NAV.  25 What's really happening is, the short options positions</p>
<p style="text-align: right;">Page 46</p> <p>1 of avoiding large drawdowns.</p> <p>2 And as I also mentioned earlier during the  3 call, I put in a much more risk management, set of risk  4 management protocols designed to prevent a drawdown  5 anywhere near that size from occurring again. And I  6 think that the subsequent performance record identifies  7 how successful that risk management protocol and slight  8 strategy shift was. Because obviously since 2007 we've  9 gone through several market dislocations, including  10 obviously 2008, which was the worst bear market since the  11 depression. So exactly -- somewhat reduced number of  12 positions per unit of capital. But we're probably --  13 more importantly, deemphasized premium collection as a  14 means of earning a return, and instituted a very, very  15 comprehensive and strict risk management protocol.</p> <p>16 I can tell you I was highly personally  17 motivated to do that, because at the time of that  18 drawdown, well actually to this day, a significant  19 portion of my personal investment capital remains in the  20 fund and was in the fund at the time. So, not just in  21 the interest of shareholders but also in my own personal  22 interest, that type of drawdown is absolutely  23 unacceptable. And I took steps to avoid a repeat  24 occurrence. And those steps appear to have been  25 successful over time.</p>	<p style="text-align: right;">Page 48</p> <p>1 are increasing in value more rapidly than the long  2 options positions. So what we'd like to have happen is,  3 the markets slow down. Then the -- even with a slow down  4 or a flat -- and especially in a flat market, then you  5 have the reverse happening. Then all of the sudden, the  6 long options will start to increase in value faster than  7 the short options do, which is the general goal of that  8 part of the strategy.</p> <p>9 So the -- as I mentioned, the fund is in a good  10 spot now. If we were to see another percent or two move  11 in the next couple of weeks, that would cause me to do  12 some more risk adjustment. It would probably cause a  13 little bit of additional drawdown on the fund's NAV.  14 However, the typical method for doing this is to take  15 profits on the long positions and reestablish short  16 positions further away from the market and further out in  17 time, until such time as the market stabilizes and  18 behaves itself, so to speak, in a more normal fashion.</p> <p>19 So, one of the advantages that the fund has  20 because of the nature of options contracts, is to be able  21 to realize gains while deferring potential losses on the  22 same position. And that allows us to buy time until the  23 markets stabilize. And then ideally those losses can be  24 -- the losses, essentially expire in the way options  25 behave. So I don't want to quote specific numbers other</p>



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1 than to say that the fund certainly has an opportunity to  
2 recover and if conditions turn out to be ideal, recover  
3 beyond the high for the year. But again, that's all  
4 dependent on market behavior. We may have some more  
5 drawdowns. We may recover nicely. But rest assured that  
6 the risk will be managed. And as I always do, I'll be  
7 reacting to what the market does, and (inaudible) to  
8 anticipate it.

9 PARTICIPANT: Okay. Thank you.

10 MR. MINNICK: Okay, great. Ed, I've got two  
11 more questions in the queue. I know we're running a  
12 little bit long here. So I'll just go to the next person  
13 we have here. Excuse me. Your phone number ends in  
14 4345. I've opened your line.

15 PARTICIPANT: Hi, Ed. Thanks for taking our  
16 call. And --

17 MR. WALCZAK: Sure.

18 PARTICIPANT: -- I basically had a question on  
19 your structures in general on your upside structures  
20 where you're buying and then selling further up the  
21 option chain. What's the total notional exposure that  
22 you take on if you go through all your strikes and then  
23 on your downside structure? Are you dealing in same  
24 maturity (inaudible) or same maturity butterflies, or are  
25 you dealing in calendar spreads, or both?

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1 MR. WALCZAK: Well, the first thing, the  
2 easiest answer to that, below the market is a calendar  
3 structure, so that long and short positions are generally  
4 not in the same expiration months. And the reason for  
5 that is that's what gives me a long volatility exposure.  
6 When I put them on above the market the positions are in  
7 the same expiration month, and that's what actually  
8 allows the option, the position to profit at options  
9 expiration. The idea is that ideally the reason there's a  
10 range is because you'd like long options positions to be  
11 in the money and make money and short options positions  
12 to be out of the money and expire or be purchased back  
13 cheaply.

14 So that's sort of the underlying philosophy  
15 behind the structures. I don't routinely calculate a  
16 notional value. Once again, I don't routinely calculate  
17 a delta exposure to the market. Because options have so  
18 many different variables that affect their price, what I  
19 do is I use pricing models to identify portfolio value  
20 impact over different price conditions, volatility  
21 conditions and time conditions. Those models will take  
22 into account all of the factors, not just a delta or  
23 notional exposure to the market. And it's a more  
24 reliable indication of where risk and opportunity lies  
25 across the portfolio. So I don't normally calculate a

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1 gross notional exposure. It's just, it's not meaningful  
2 to me in terms of what I do.

3 PARTICIPANT: But you're -- you're basically  
4 long calendar spreads, right? I mean, I'm sorry. You're  
5 basically (inaudible).

6 MR. WALCZAK: Below the market calendar  
7 spreads. Above the market butterflies and ratio spreads.

8 PARTICIPANT: Okay. Okay. So your, your  
9 butterflies on your above the market trades, you're  
10 basically buying out of the money, call selling further  
11 out of the money calls. And then are you selling  
12 something in the money?

13 MR. WALCZAK: No. Then I'll often purchase yet  
14 another call beyond to create a butterfly structure.

15 PARTICIPANT: Okay, I see. So that's how you  
16 limit your notional exposure from getting away from you,  
17 is your -- your long, the wings.

18 MR. WALCZAK: Correct.

19 PARTICIPANT: Okay. Perfect. Okay. Thanks,  
20 Ed.

21 MR. WALCZAK: You're welcome.

22 MR. MINNICK: Okay, great. Last but not least.  
23 One more question in the queue here. Phone number  
24 ending in 4744, I've just opened your line. Go ahead.

25 JAMES: Hi, Ed. This is James. How are you

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1 doing?

2 MR. WALCZAK: Hi, James.

3 JAMES: Great. I think one of your other  
4 previous callers got most of my question that I -- it was  
5 basically with regards to the current underlying  
6 portfolio, as you expect performance going forward.  
7 Looking at, for example, last year, in December of 13 and  
8 November of 13, you had about a four percent drawdown  
9 over a matter of a couple of days, kind of like what we  
10 did recently. And it bounced back within about a week.  
11 And you had about a three percent drawdown in June of  
12 this year, and it bounced back also within about a week.  
13 Assuming market conditions are, like you said,  
14 relatively stable, should we kind of anticipate maybe a  
15 price stabilization in the fund within the next week?

16 MR. WALCZAK: Well, again, yeah, it depends on  
17 -- the first thing I'll say is you have correctly  
18 identified task periods that are very, very analogous to  
19 where we all today. All those drawdowns you mentioned  
20 are exactly the same phenomenon. The market moved a  
21 little too far a little too fast relative to the  
22 positions we're on. And you see that drawdown. And then  
23 what happened in the past, again, we'd love to have that  
24 happen in the future. What happened in the past is the  
25 market either went flat or declined slightly, such that

<p style="text-align: right;">Page 53</p> <p>1 it -- it then remained right in the profit range that the  2 positions were designed to, and that was reflected in a  3 fairly rapid (inaudible) of the fund's drawdowns. So  4 there's certainly an opportunity for that to happen  5 again, but it all depends on what the market does.  6 And what you find is as -- because these  7 positions are at their highest potential right at  8 expiration and because options become very sensitive to  9 price movement at expiration, you are exposed to some  10 volatility as we move into expiration. We're in that  11 position now. November options have a little more than  12 two weeks to go. We're in that place where index price  13 movements can magnify the impact of those positions on  14 the fund. But yes, those periods you mentioned are  15 exactly analogous to where we are at today, so we do have  16 an opportunity if the market behaves similarly to how it  17 did in the past.  18 PARTICIPANT: Okay, great. Now, I just have  19 something to kind of explain to the clients, that we've  20 got a little bit of history. It's happened before. It's  21 not something to get over excited about it. And there's  22 an opportunity for it to turn in the very near future,  23 given the current position of the underlying options  24 structure.  25 MR. WALCZAK: Yeah. I think that's a very,</p>	<p style="text-align: right;">Page 55</p> <p>1 MR. WALCZAK: Next topic I'd like to talk about  2 short-term performance. But the fund was up 95 basis  3 points today. I just saw the numbers, so.  4 PARTICIPANT: Uh-huh. Right. Right. Well, I  5 mean, it's great (inaudible). You're never going to have  6 100 percent up days and you're going to have a few  7 drawdowns. And sometimes people get a little bit spoiled  8 just seeing incremental up days, and when you do have a  9 drawdown, they kind of want to know what happened. So we  10 just kind of want to make sure that, you know, the  11 clients are comfortable with it. And you know, we can  12 sit in here and listen to your options strategies and you  13 know, some people have a little better handle on it than  14 others. But when you're talking to retail clients, I  15 mean, even basic options are kind of difficult for them  16 to grasp. So we -- you know, we just want to kind of  17 explain the strategy expectations going forward for the  18 fund and their investments.  19 MR. MINNICK: Okay, great. I appreciate the  20 question. And I know we're going on about 90 minutes  21 here. So I wanted to thank everyone for getting on the  22 call. Ed, thanks for all the Q&amp;A here. If you do have  23 questions that come up, you could either contact myself  24 at 646-827-2761, that's 646-827-2761, or you could shoot  25 an e-mail to info, i-n-f-o@catalystmf.com, and I'll be</p>
<p style="text-align: right;">Page 54</p> <p>1 very important take away, is there is absolutely nothing  2 about the fund's behavior recently than is any different  3 from history. I certainly understand that for many of  4 you it's the first time you've experienced this, when you  5 have client money in the fund. But that's an important  6 message, is that the fund is behaving exactly how it's  7 designed, exactly how it's behaved in the past. And  8 there's no guarantee that we'll be successful, obviously,  9 but so far nothing new.  10 PARTICIPANT: Right. But at least given the  11 current positions and then the pricing and the S&amp;P is  12 where it -- is that not, like you said earlier, if we're  13 okay -- flattage to make the little down issue, the next  14 couple of weeks, then we'll be looking at a return to, I  15 guess, a close to normalized price, or previous price?  16 MR. WALCZAK: Yeah. And I think you'll  17 actually see how sensitive options become to time and to  18 become that sort of thing, just in terms of yesterday's  19 and today's NAV reaction to what has basically been a very  20 miniscule decline in price, essentially a flat market. I  21 think you'll see yesterday and today together a little  22 bit of a comeback in the NAV.  23 PARTICIPANT: Mm-hmm.  24 MR. WALCZAK: Yeah.  25 PARTICIPANT: All right.</p>	<p style="text-align: right;">Page 56</p> <p>1 more than happy to get back to you, and I'll check in  2 with Ed and get a response for you. I know we still have  3 a good number of people on the call. I do appreciate you  4 listening in here and taking the time out of your day to  5 get the update here from Ed. Any other questions, please  6 let us know. And thank you very much for joining the  7 call.  8 MR. WALCZAK: Great. Thanks, everyone --  9 MR. SZILAGYI: Thank you, Ed.  10 MR. WALCZAK: -- for your confidence and  11 support of the fund.  12 MR. SZILAGYI: Thank you, Ed.  13 MR. MINNICK: All right. Thanks, Ed.  14 (End of audio.)  15 * * * * *  16  17  18  19  20  21  22  23  24  25</p>

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